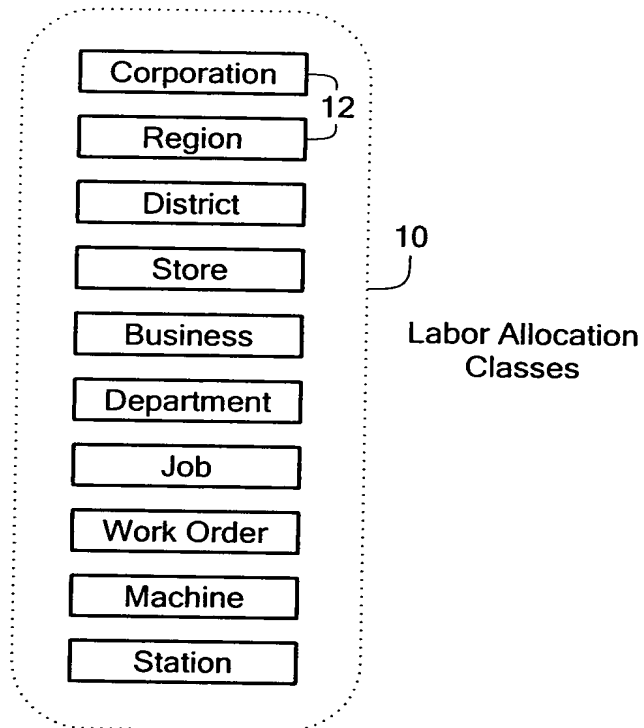
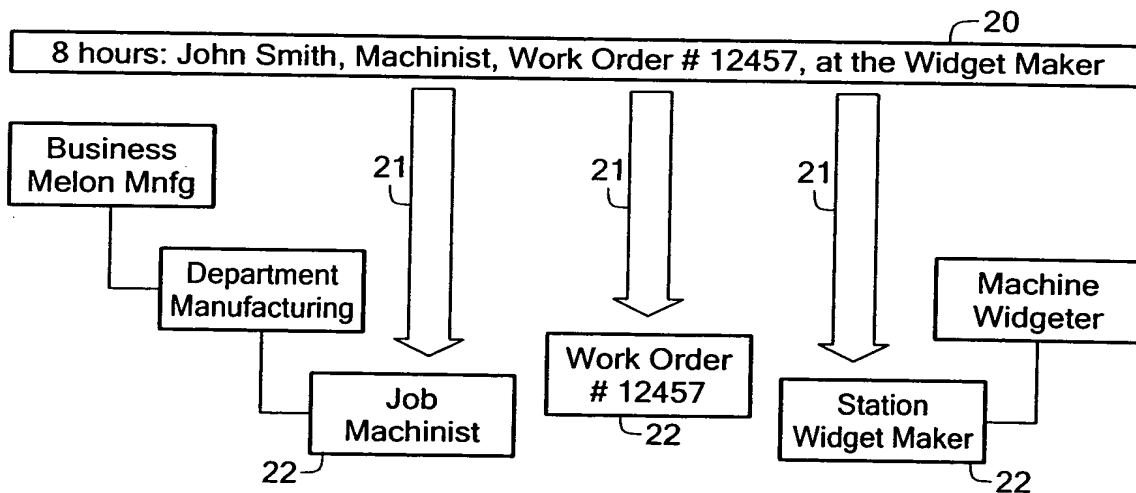


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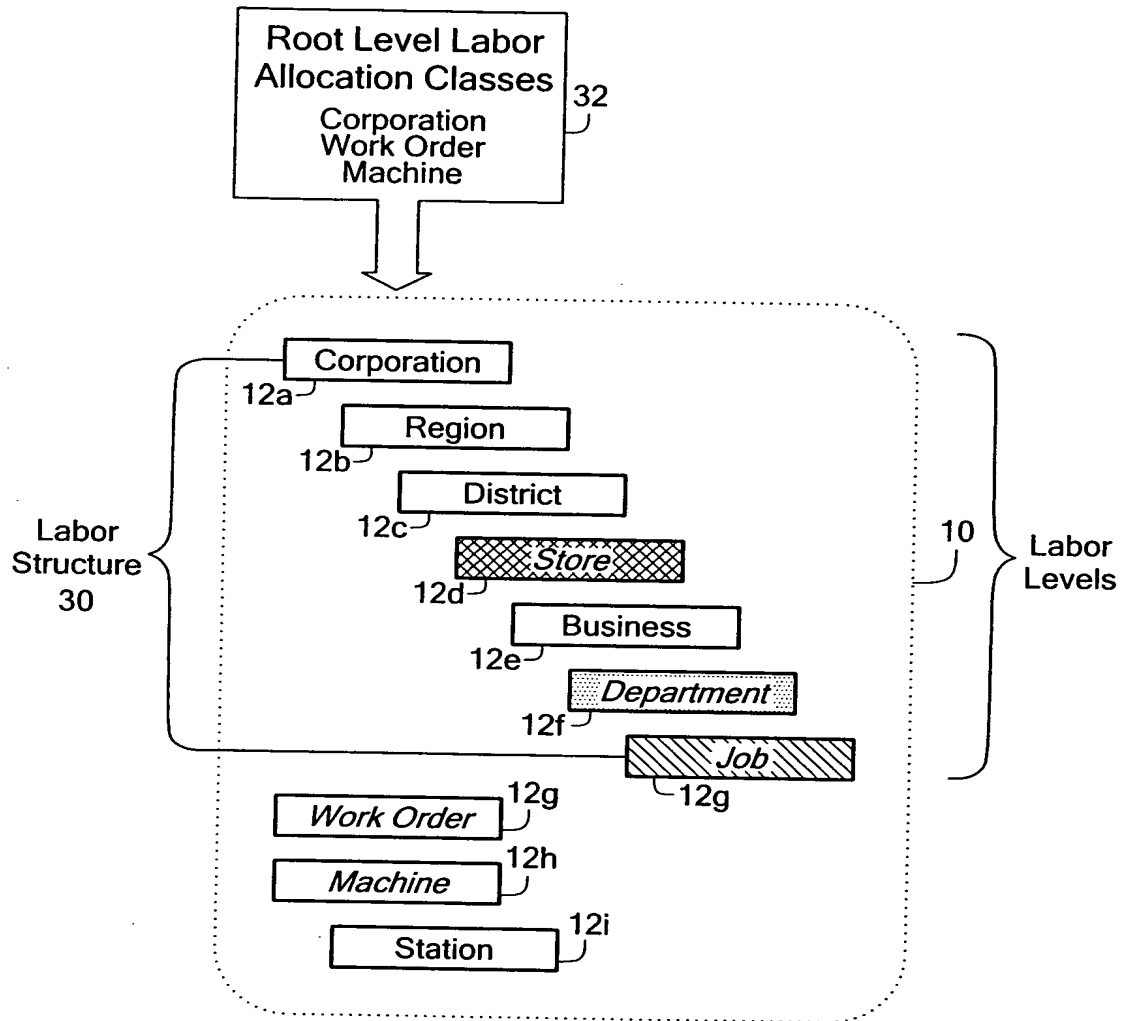


**FIG. 1**



**FIG. 2**

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**FIG. 3**

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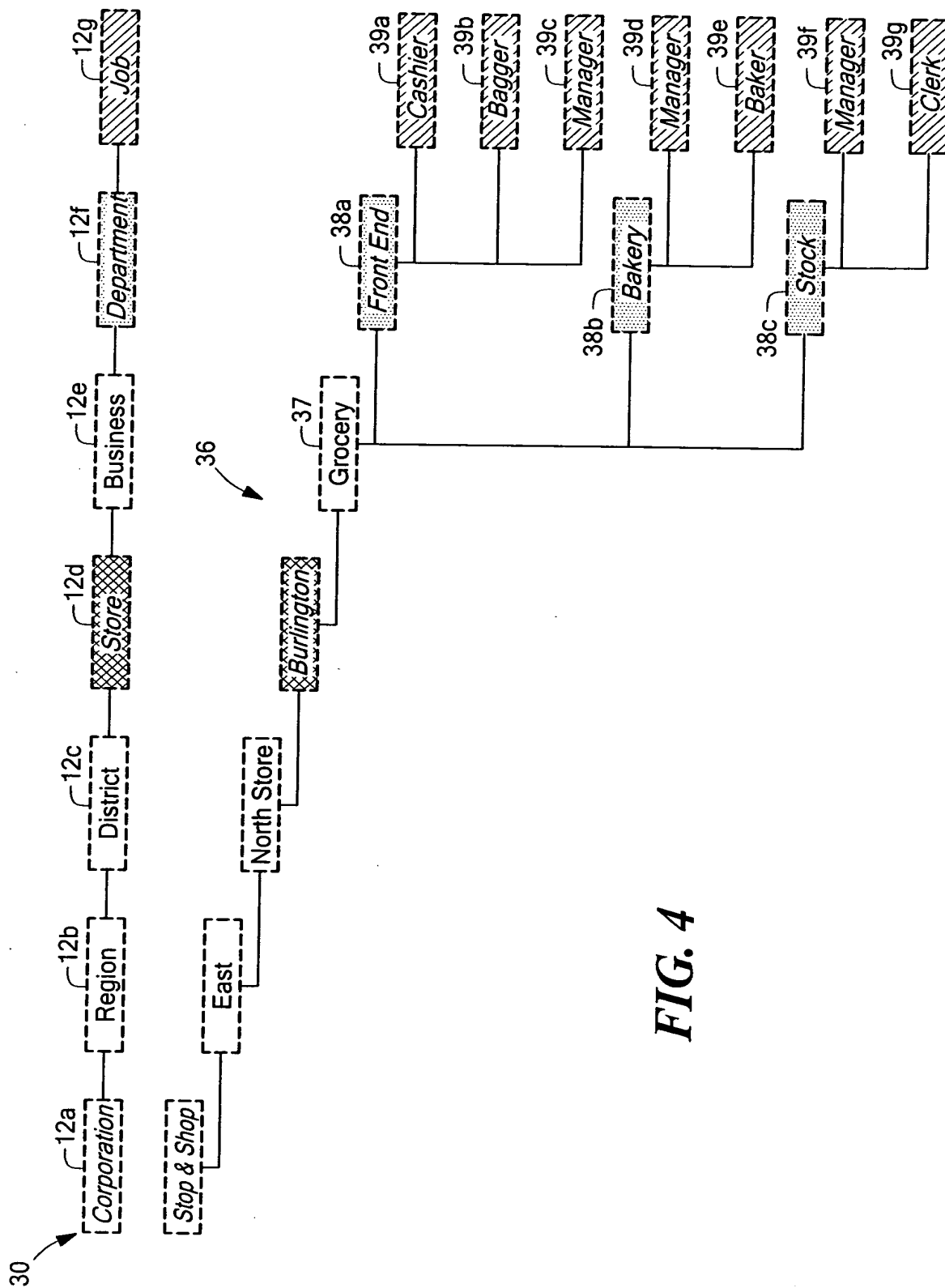
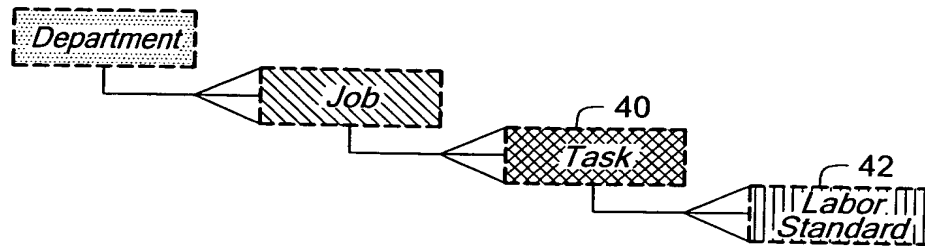
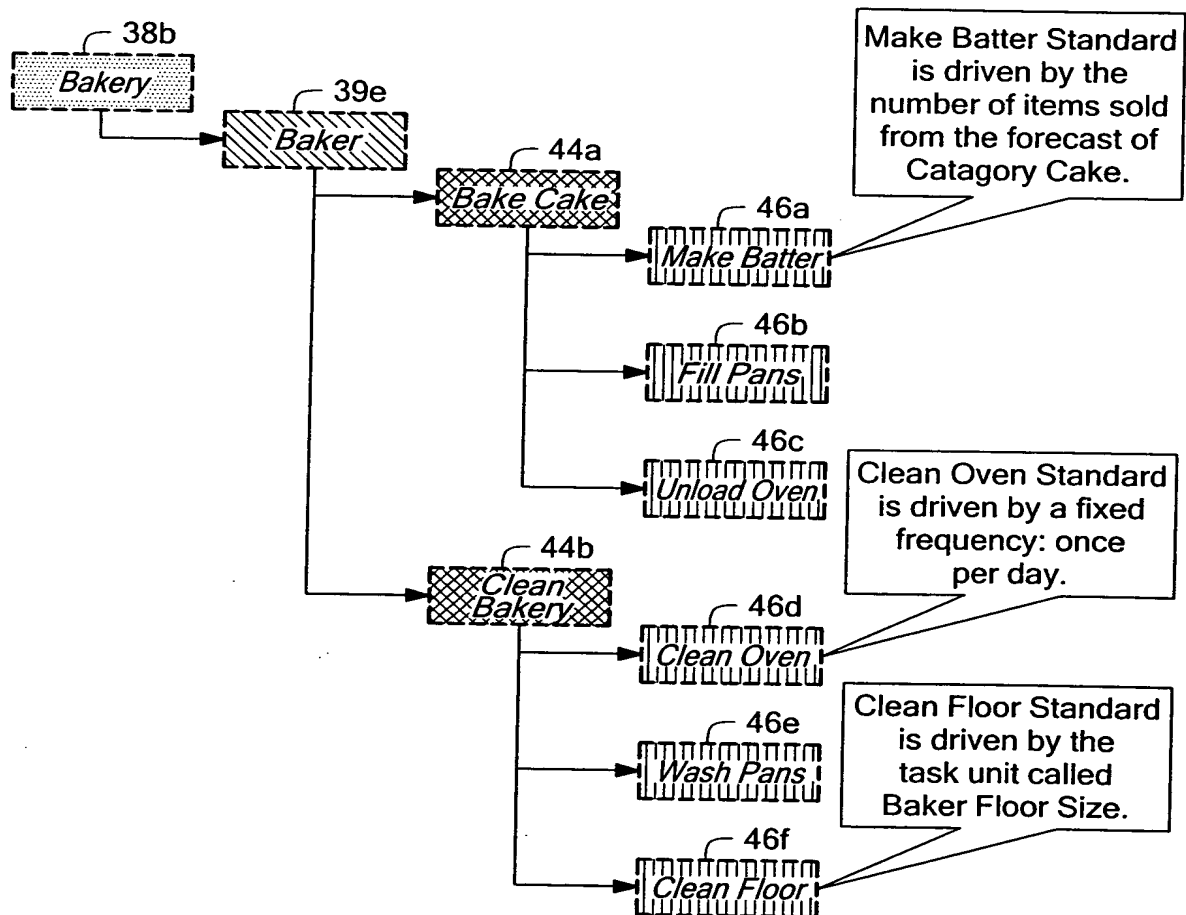


FIG. 4

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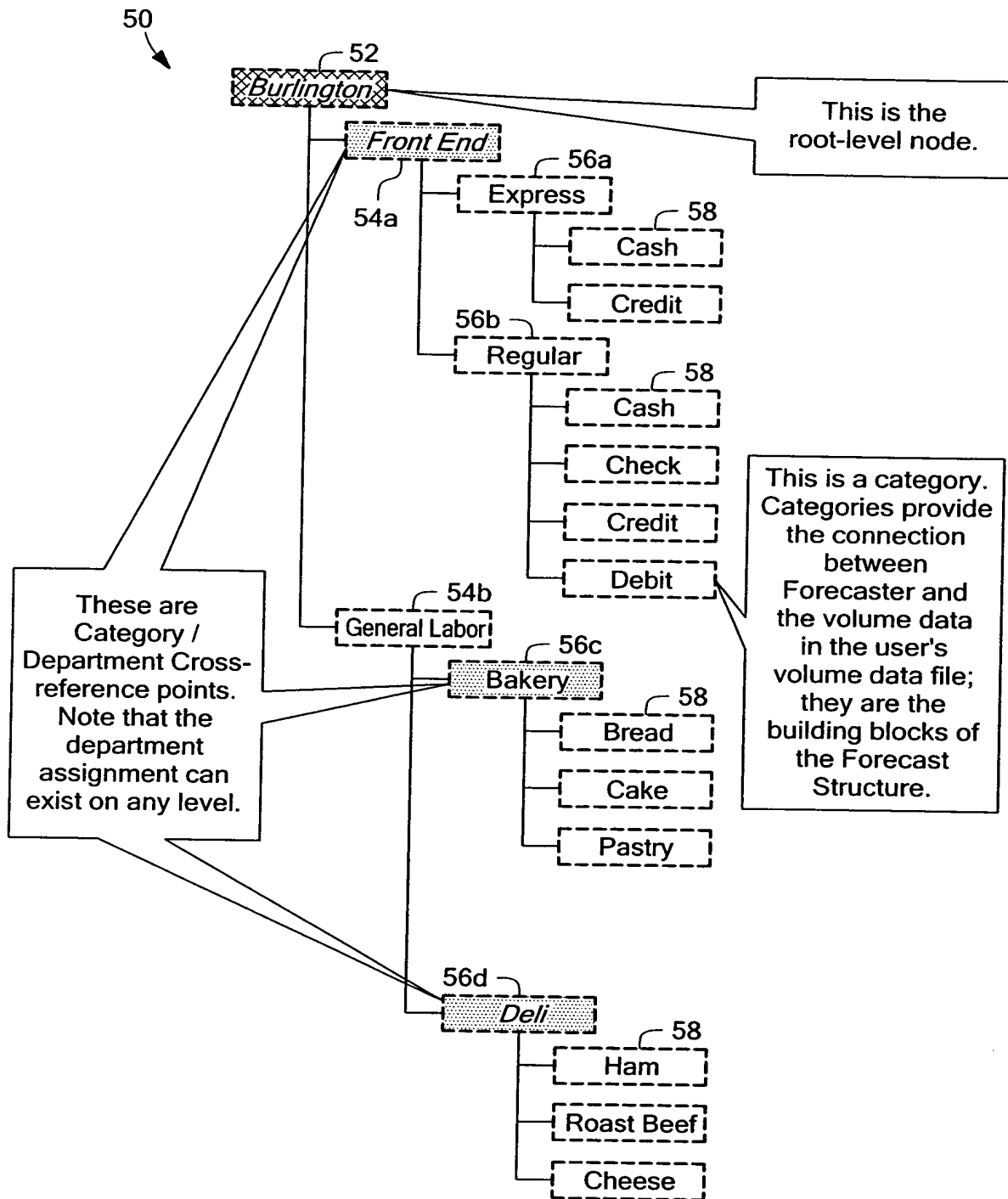


**FIG. 5**



**FIG. 6**

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**FIG. 7**

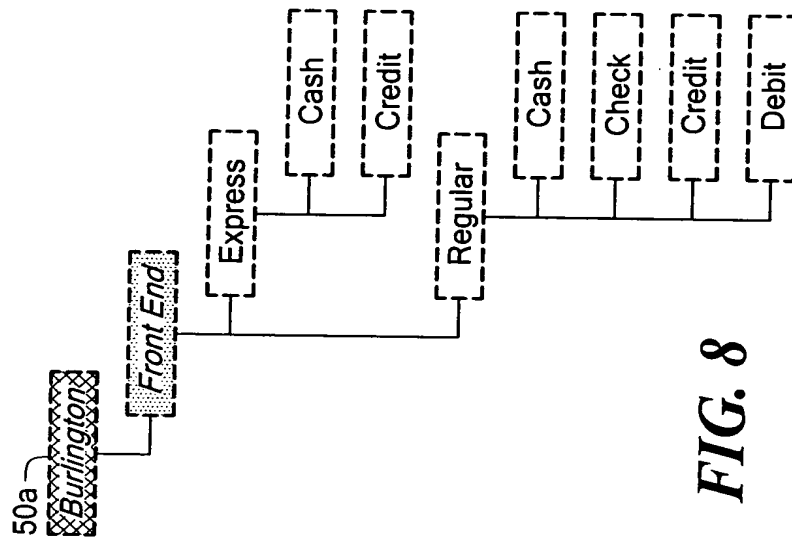
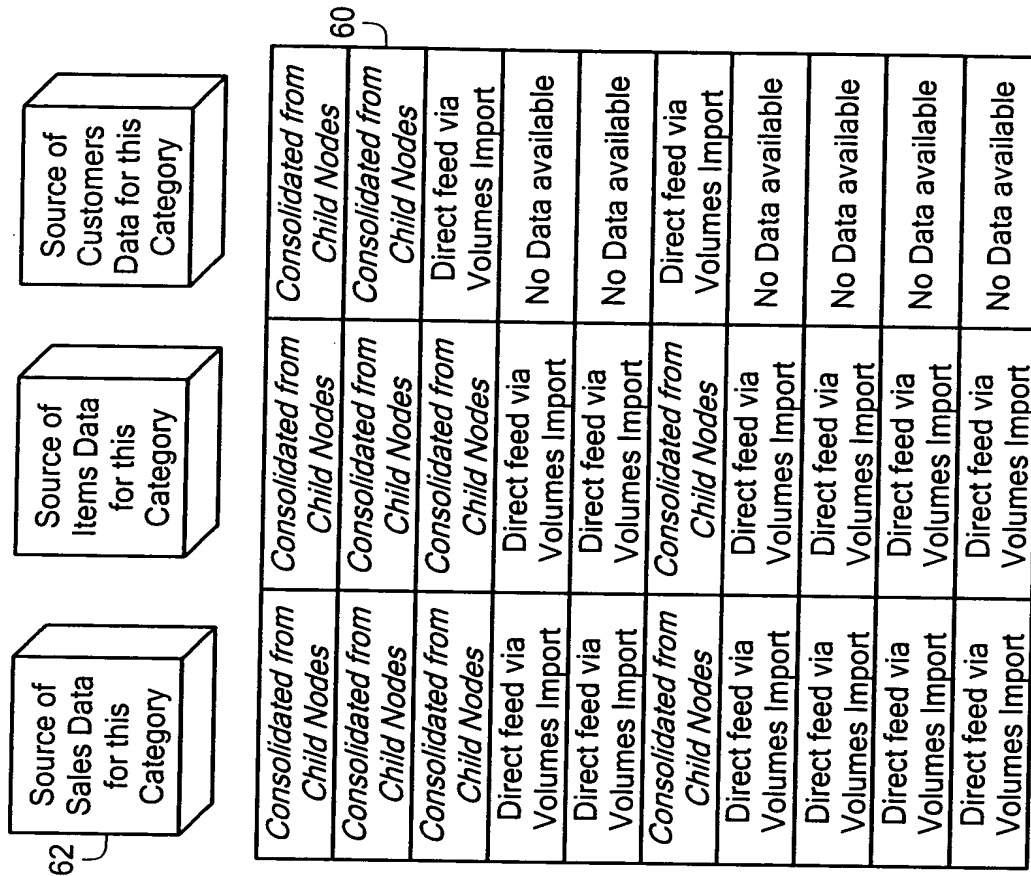


FIG. 8

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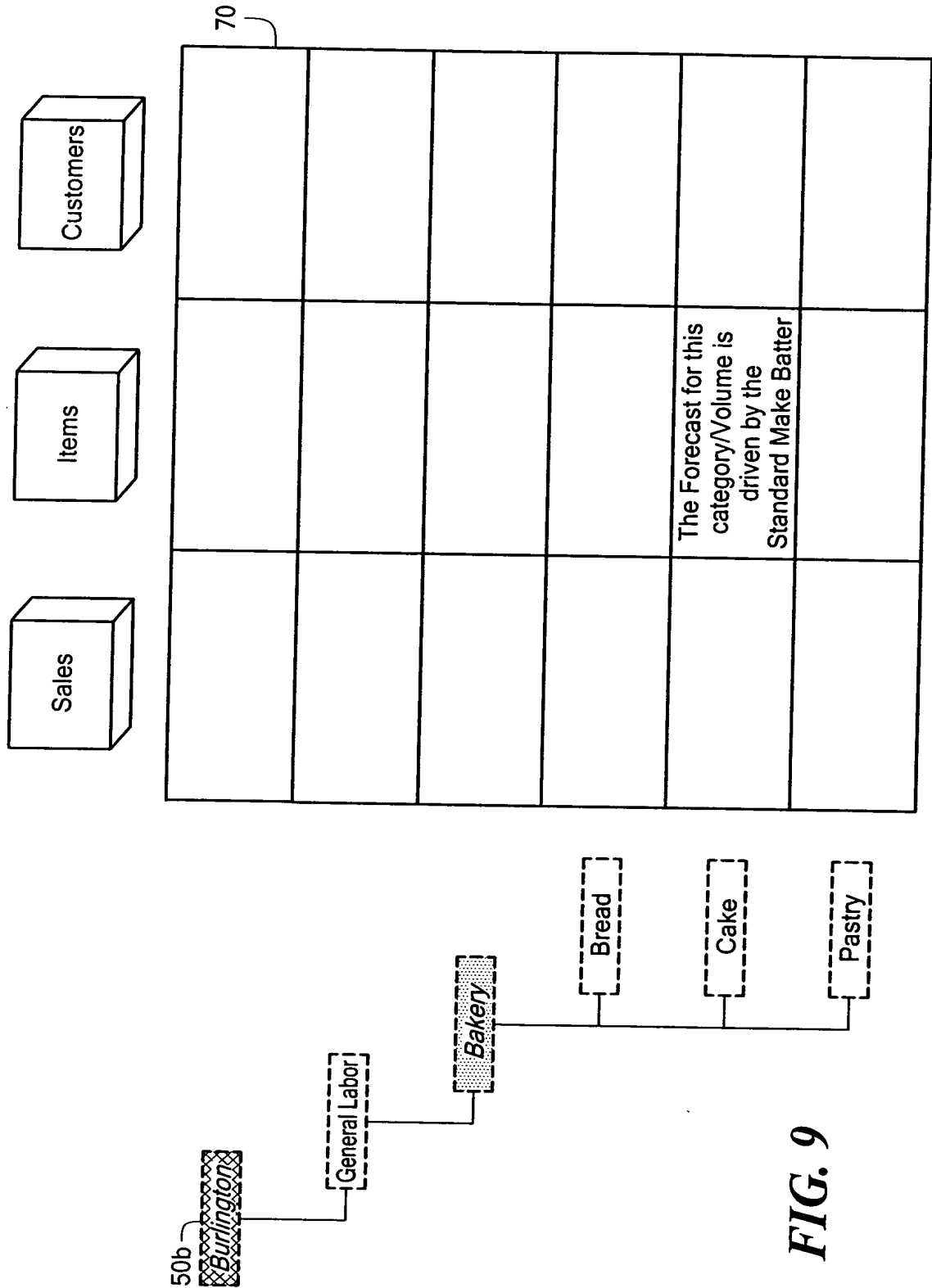
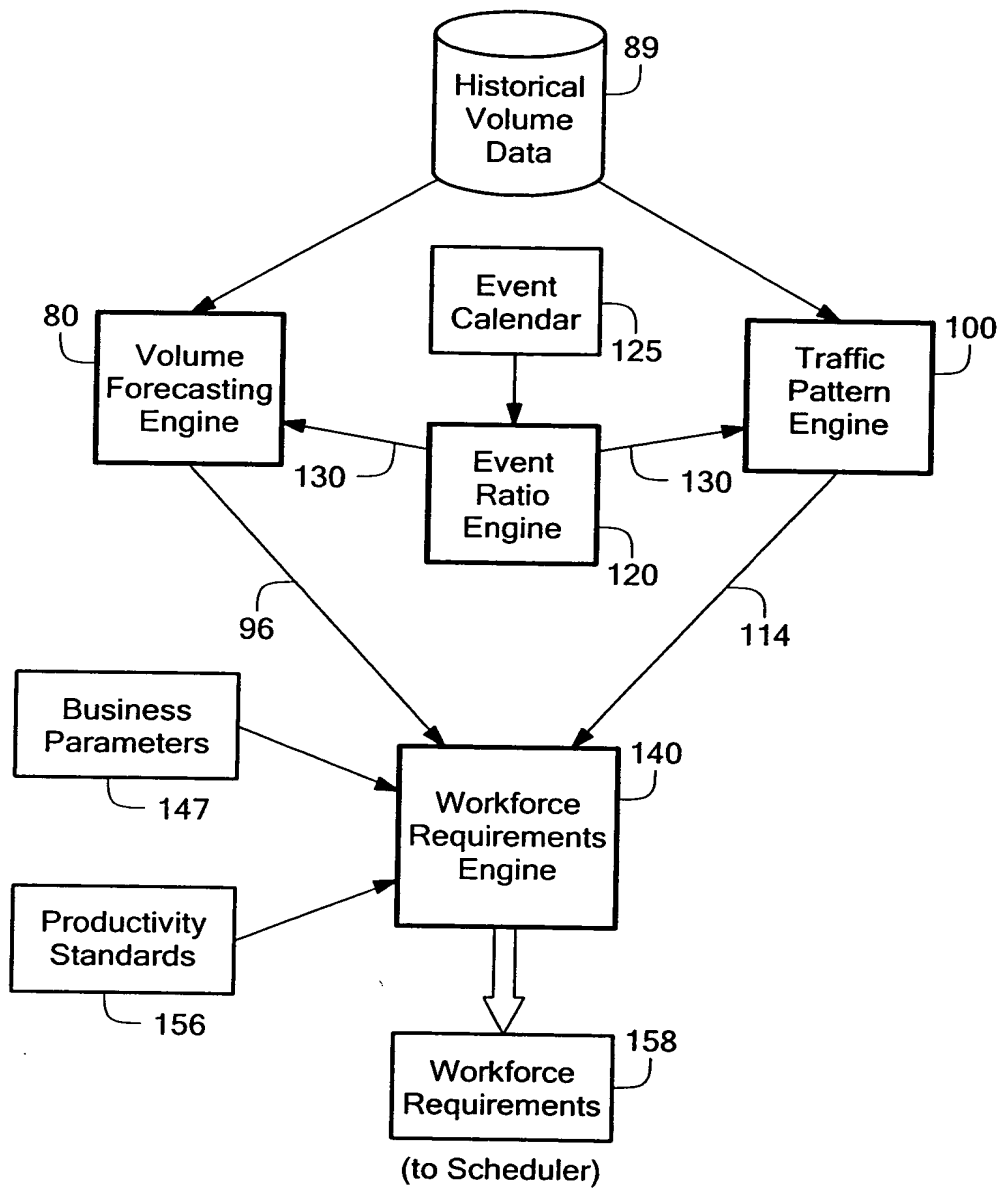


FIG. 9

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**FIG. 10**



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People-Planner Toolbox - [Forecaster]

File Tabs Forecast View Reports Help

Forecast Date: 11/17/97 170

☒ Root 172  
  ☒ Front End  
    ☒ Register  
      ☒ Cash  
      ☒ Credit  
  ☒ Store  
    ☒ Food  
      ☒ Bakery  
        ☒ Bread  
        ☒ Cakes  
        ☒ Pastry  
      ☒ Dairy  
        ☒ Cheese  
        ☒ Ice Cream  
        ☒ Milk  
        ☒ Yogurt  
    ☒ Deli  
      ☒ Gyros  
      ☒ Hoagies  
      ☒ Pita  
      ☒ Sandwiches  
      ☒ Subs

Forecast All  
Forecast Volume Edit Workforce  
Forecast Labor Edit User Defined  
Reset All Apply Edits Now

180

Summary Traffic Pattern Event History Sales History 174

Volume Forecast

|           | SALES         | ITEMS         | CUSTOMERS    | WEIGHTS |
|-----------|---------------|---------------|--------------|---------|
| Mon 11/17 | 3,874,194.66  | 1,396,011.11  | 526,118.02   |         |
| Tue 11/18 | 5,002,368.51  | 1,804,556.72  | 683,004.02   | 176     |
| Wed 11/19 | 5,110,994.04  | 1,842,385.24  | 695,343.94   |         |
| Thu 11/20 | 4,037,711.47  | 1,452,588.13  | 544,672.02   |         |
| Fri 11/21 | 5,521,407.30  | 1,993,275.16  | 756,386.12   |         |
| Sat 11/22 | 3,228,623.38  | 1,163,309.37  | 438,498.91   |         |
| Sun 11/23 | 2,582,883.63  | 930,658.16    | 350,744.37   |         |
| Total     | 29,358,182.00 | 10,582,883.89 | 3,994,767.46 |         |

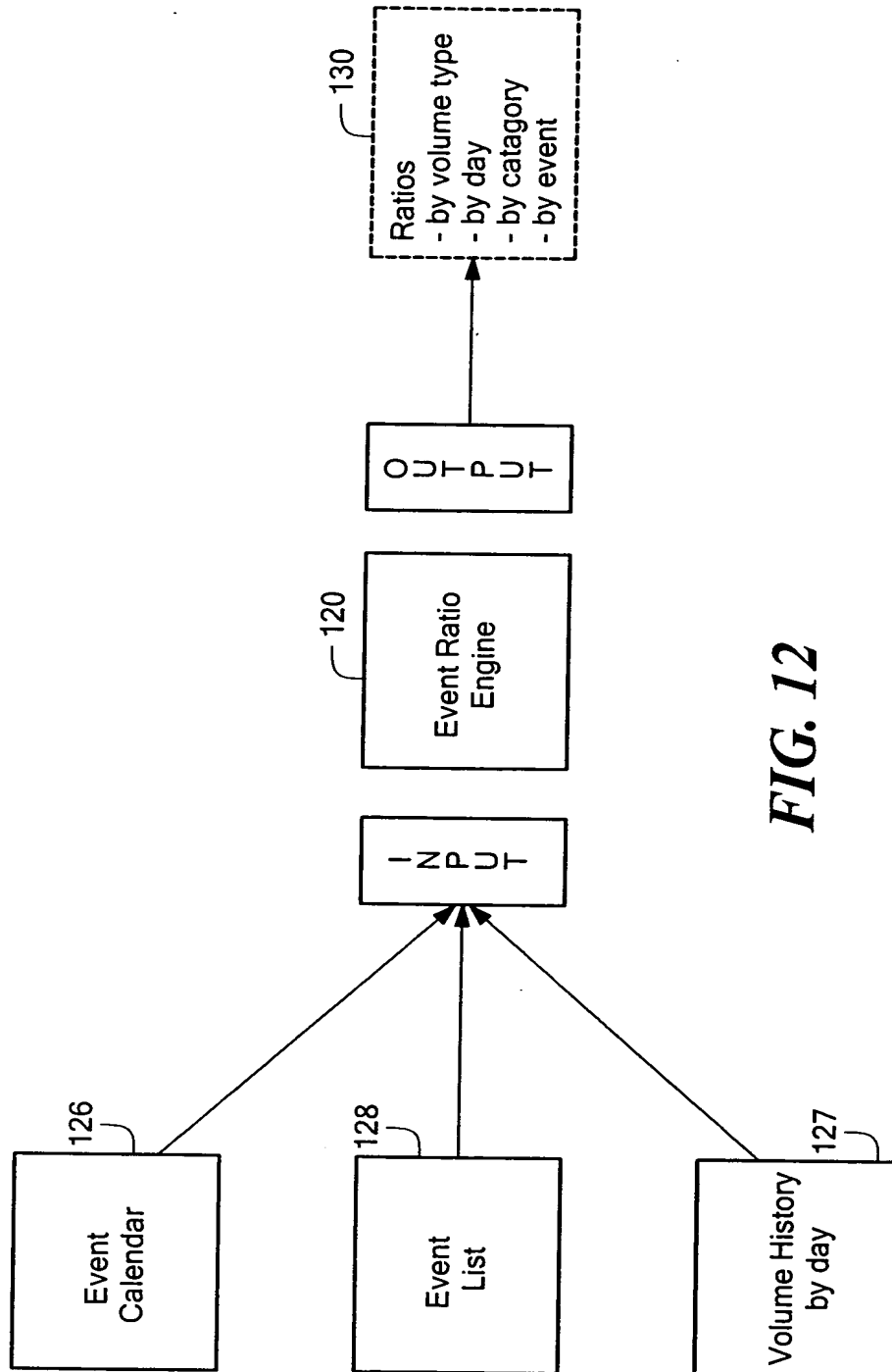
Labor Forecast All Departments 178

|           | FrontEnd:Bagger | FrontEnd:Cashier | Bakery:Baker | Bakery:C |
|-----------|-----------------|------------------|--------------|----------|
| Mon 11/17 | 54.00           | 0.00             | 5,913.25     | 0.00     |
| Tue 11/18 | 44.75           | 0.00             | 7,883.50     | 0.00     |
| Wed 11/19 | 64.00           | 0.00             | 7,883.75     | 0.00     |
| Thu 11/20 | 80.75           | 0.00             | 5,912.75     | 0.00     |
| Fri 11/21 | 33.75           | 0.00             | 8,870.00     | 0.00     |
| Sat 11/22 | 45.75           | 0.00             | 4,927.75     | 0.00     |
| Sun 11/23 | 34.75           | 0.00             | 3,942.50     | 0.00     |
| Total     | 357.75          | 0.00             | 45,333.50    | 0.00     |

Ready

FIG. 11

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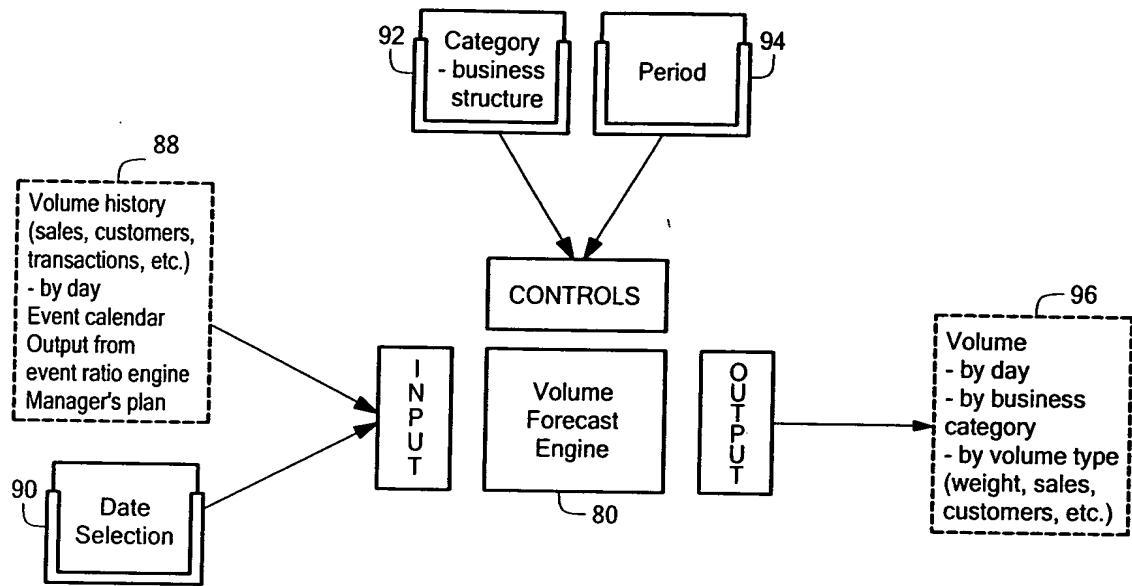


FIG. 13

| Forecast Event Ratio |       |       |           |         | 180 |
|----------------------|-------|-------|-----------|---------|-----|
|                      | SALES | ITEMS | CUSTOMERS | WEIGHTS |     |
| Mon 11/24            | 1.00  | 1.00  | 1.00      | 1.00    |     |
| Tue 11/25            | 1.00  | 1.00  | 1.00      | 1.00    |     |
| Wed 11/26            | 1.00  | 1.00  | 1.00      | 1.00    |     |
| Thu 11/27            | 1.20  | 1.10  | 1.05      | 1.22    |     |
| Fri 11/28            | 1.00  | 1.00  | 1.00      | 1.00    |     |
| Sat 11/29            | 1.00  | 1.00  | 1.00      | 1.00    |     |
| Sun 11/30            | 1.00  | 1.00  | 1.00      | 1.00    |     |
|                      |       |       |           |         |     |

FIG. 14

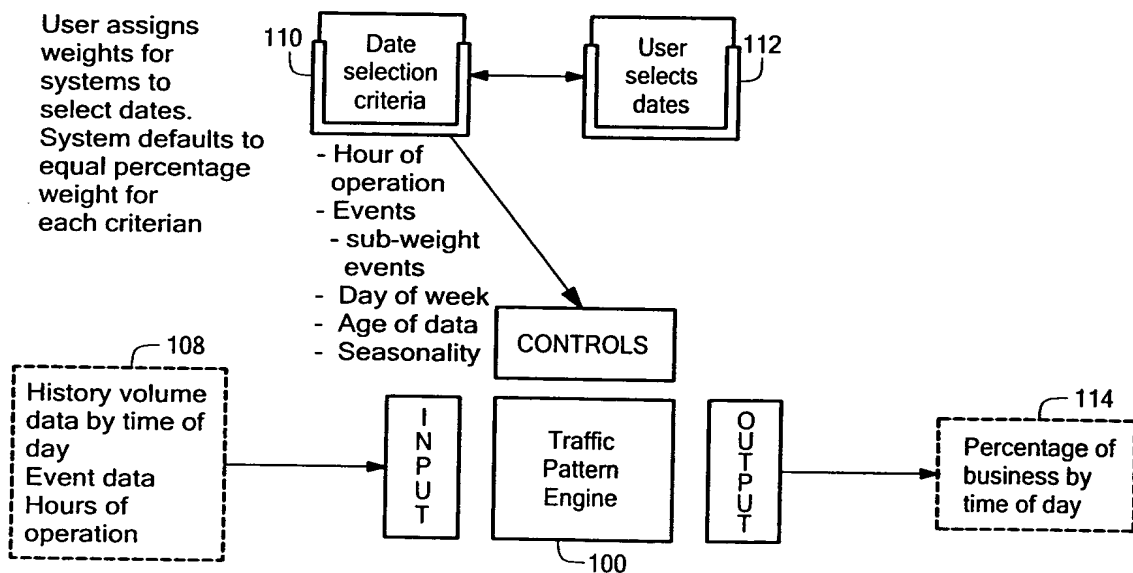
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| Volume Ratio: CUSTOMERS |       |             |           |               | 185 |
|-------------------------|-------|-------------|-----------|---------------|-----|
|                         | SALES | ITEMS/COSTS | CUSTOMERS | WEIGHTS/CUSTS |     |
| Mon 11/17               | 7.36  | 2.65        | 1.00      | 0.41          |     |
| Tue 11/18               | 7.32  | 2.64        | 1.00      | 0.51          |     |
| Wed 11/19               | 7.35  | 2.65        | 1.00      | 0.43          |     |
| Thu 11/20               | 7.41  | 2.67        | 1.00      | 0.29          |     |
| Fri 11/21               | 7.30  | 2.64        | 1.00      | 0.51          |     |
| Sat 11/22               | 7.36  | 2.65        | 1.00      | 0.91          |     |
| Sun 11/23               | 7.36  | 2.65        | 1.00      | 0.83          |     |
| Average                 | 7.35  | 2.65        | 1.00      | 0.55          |     |

**FIG. 15**

| Daily Ratio |       |       |           |         | 190 |
|-------------|-------|-------|-----------|---------|-----|
|             | SALES | ITEMS | CUSTOMERS | WEIGHTS |     |
| Mon 11/17   | 0.13  | 0.13  | 0.13      | 0.10    |     |
| Tue 11/18   | 0.17  | 0.17  | 0.17      | 0.16    |     |
| Wed 11/19   | 0.17  | 0.17  | 0.17      | 0.14    |     |
| Thu 11/20   | 0.14  | 0.14  | 0.14      | 0.08    |     |
| Fri 11/21   | 0.19  | 0.19  | 0.19      | 0.19    |     |
| Sat 11/22   | 0.11  | 0.11  | 0.11      | 0.19    |     |
| Sun 11/23   | 0.09  | 0.09  | 0.09      | 0.14    |     |
| Total       | 1.00  | 1.00  | 1.00      | 1.00    |     |

**FIG. 16**



**FIG. 17**

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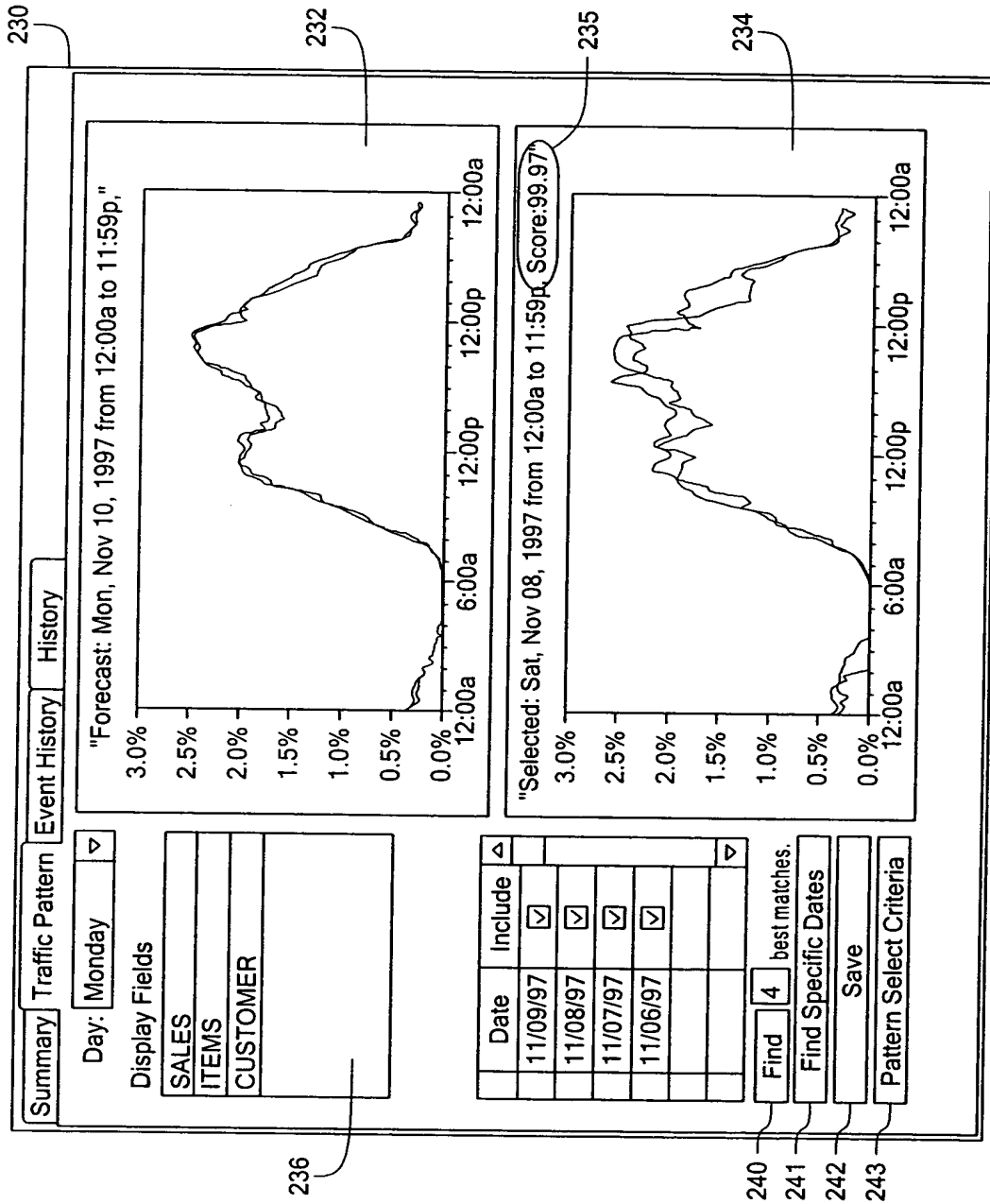


FIG. 18

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Select Specific Dates

1997

|     | M  | T  | W  | T  | F  | S  | S  |
|-----|----|----|----|----|----|----|----|
| SEP | 15 | 16 | 17 | 18 | 19 | 20 | 21 |
|     | 22 | 23 | 24 | 25 | 26 | 27 | 28 |
|     | 29 | 30 |    |    |    |    |    |
| OCT |    |    | 01 | 02 | 03 | 04 | 05 |
|     | 06 | 07 | 08 | 09 | 10 | 11 | 12 |
|     | 13 | 14 | 15 | 16 | 17 | 18 | 19 |
|     | 20 | 21 | 22 | 23 | 24 | 25 | 26 |
|     | 27 | 28 | 29 | 30 | 31 |    |    |
| NOV |    |    |    |    |    | 01 | 02 |
|     | 03 | 04 | 05 | 06 | 07 | 08 | 09 |
|     | 10 | 11 | 12 | 13 | 14 | 15 | 16 |
|     | 17 | 18 | 19 | 20 | 21 | 22 | 23 |
|     | 24 | 25 | 26 | 27 | 28 | 29 | 30 |

| Date     | Score |
|----------|-------|
| 10/27/97 | 99.79 |
| 10/28/97 | 99.80 |
| 10/29/97 | 99.82 |
| 10/30/97 | 99.83 |
| 10/31/97 | 99.85 |
| 11/01/97 | 99.86 |
| 11/02/97 | 99.88 |
| 11/03/97 | 99.89 |
| 11/04/97 | 99.91 |
| 11/05/97 | 99.92 |
| 11/06/97 | 99.94 |
| 11/07/97 | 99.95 |
| 11/08/97 | 99.97 |
| 11/09/97 | 99.98 |

OK Cancel

FIG. 19

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260

Traffic Pattern Selection Criteria Weighting Factors

Same Day of Week

0

25

50

75

100

0 %

Nearest Day

0

25

50

75

100

25 %

Event Ratio

0

25

50

75

100

75 %

Same Open/Close Time

0

25

50

75

100

0 %

TOTAL

100 %

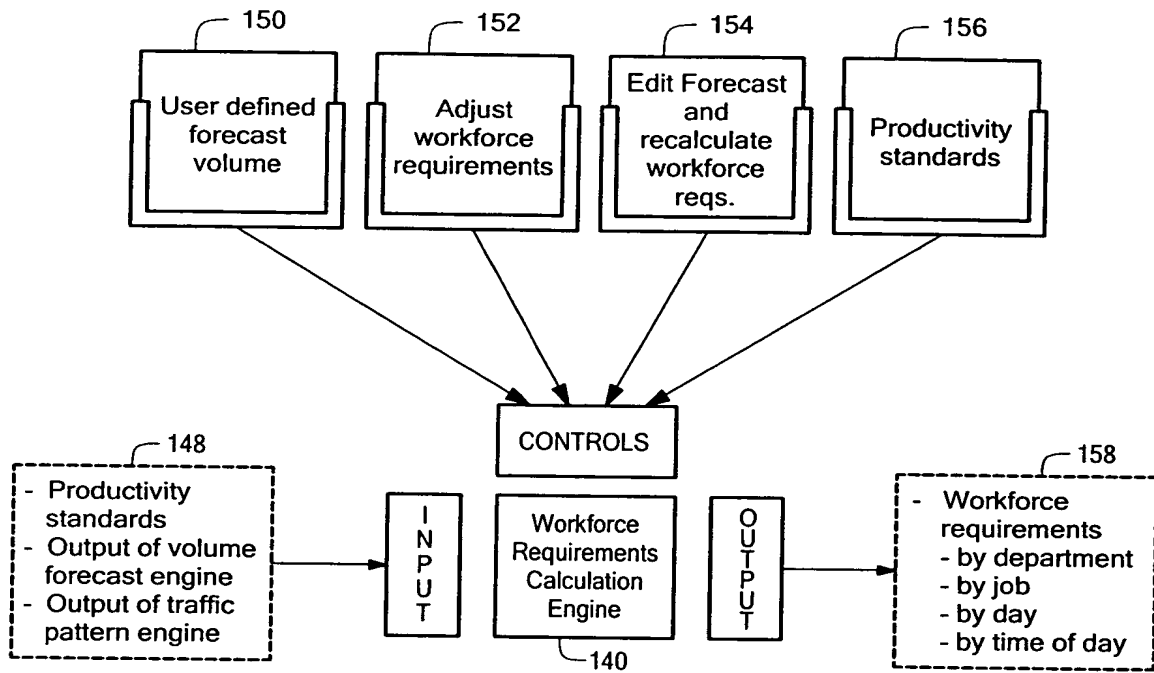
OK

Cancel

Reset

**FIG. 20**

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**FIG. 21**

The screenshot shows a software window titled 'User Defined Forecast Values'. It contains a table with two columns: 'Training' and 'Inventory'. The rows list dates from 'Mon 11/10' to 'Mon 11/16', followed by a 'Total' row. All numerical values in the table are '0.00'. Below the table, there are three buttons: 'Reset Values to Zero', 'OK', and 'Cancel'. A reference numeral 195 points to the table area.

|           | Training | Inventory |
|-----------|----------|-----------|
| Mon 11/10 | 0.00     | 0.00      |
| Mon 11/11 | 0.00     | 0.00      |
| Mon 11/12 | 0.00     | 0.00      |
| Mon 11/13 | 0.00     | 0.00      |
| Mon 11/14 | 0.00     | 0.00      |
| Mon 11/15 | 0.00     | 0.00      |
| Mon 11/16 | 0.00     | 0.00      |
| Total     | 0.00     | 0.00      |

**FIG. 22**



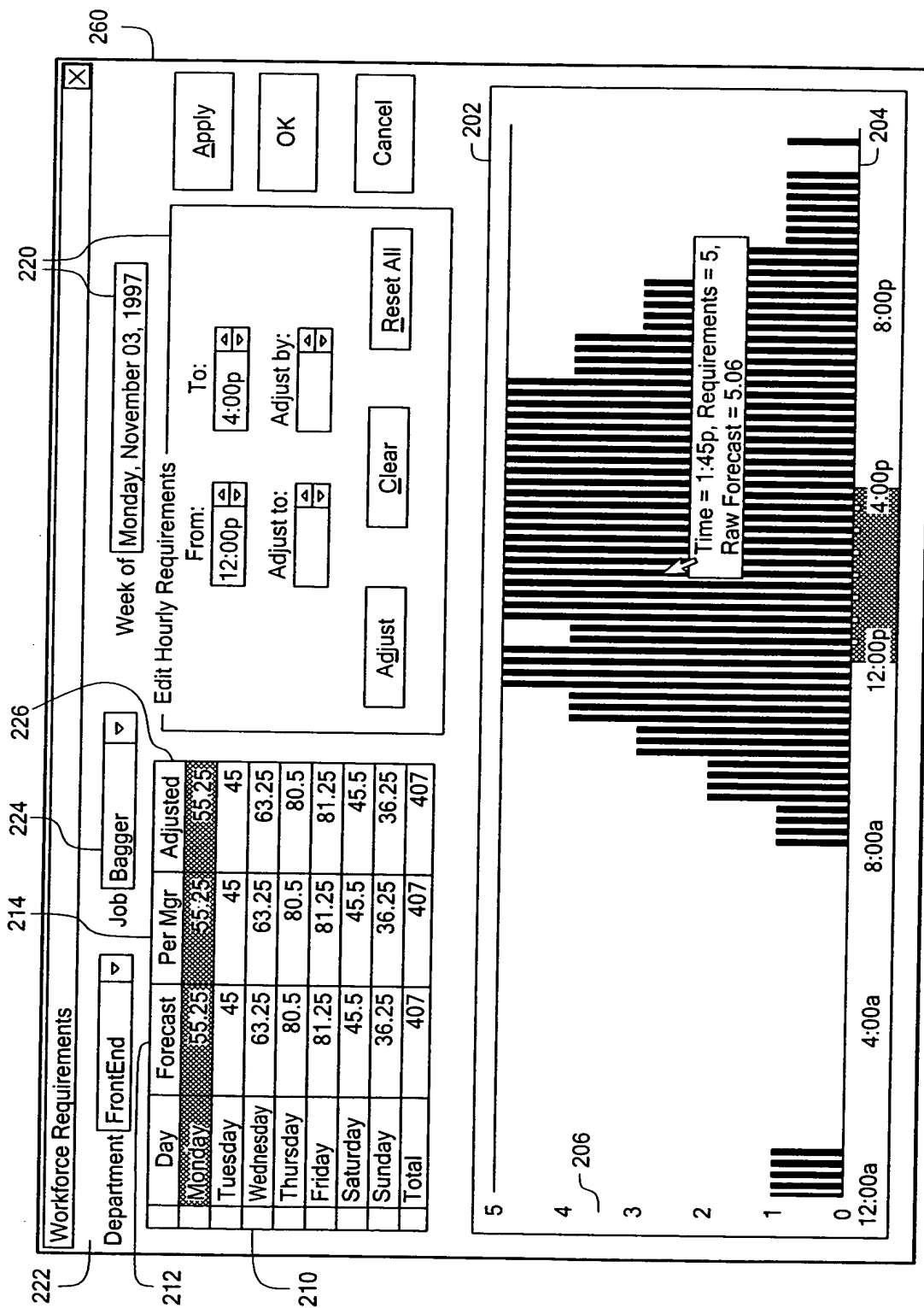
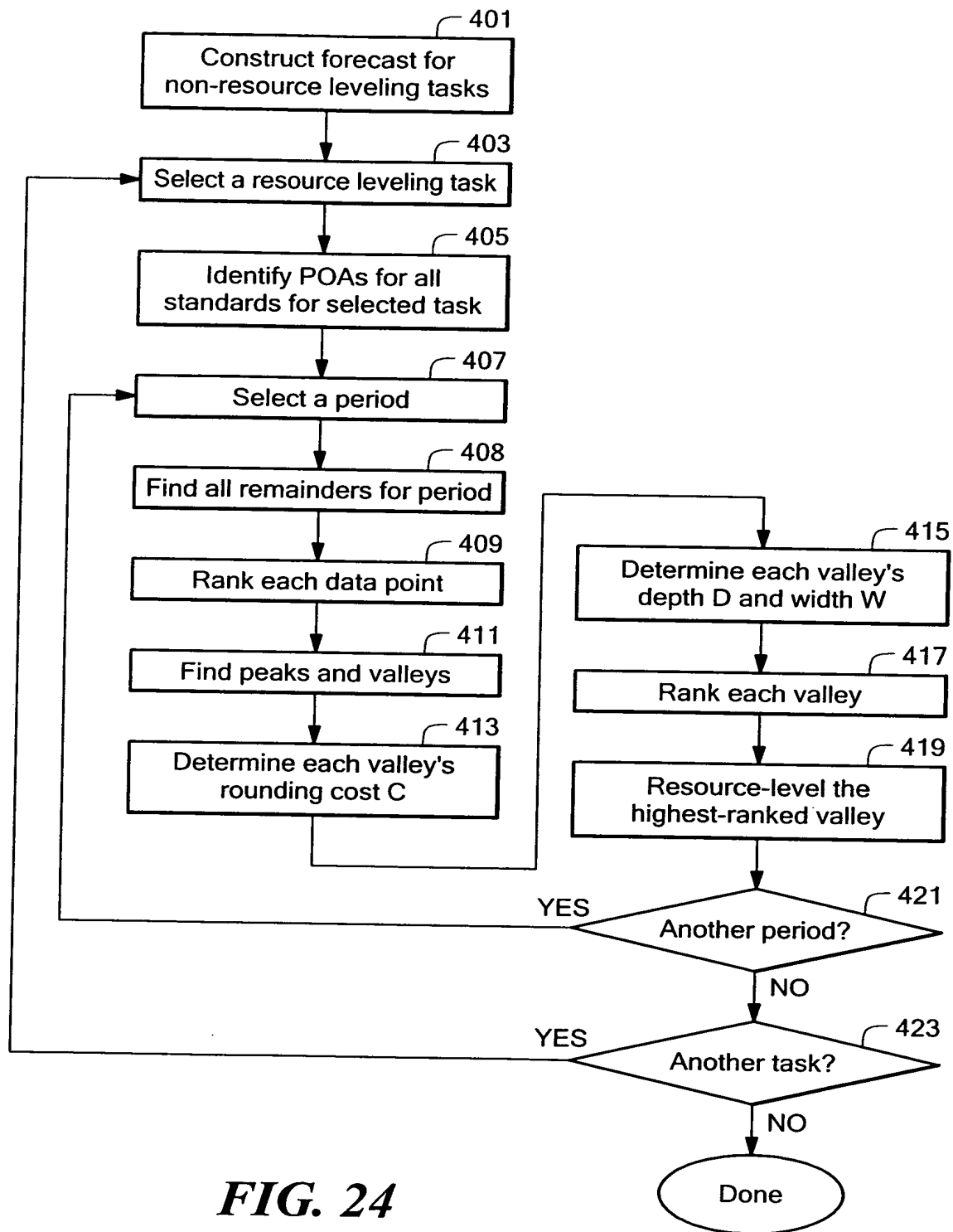


FIG. 23

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**FIG. 24**

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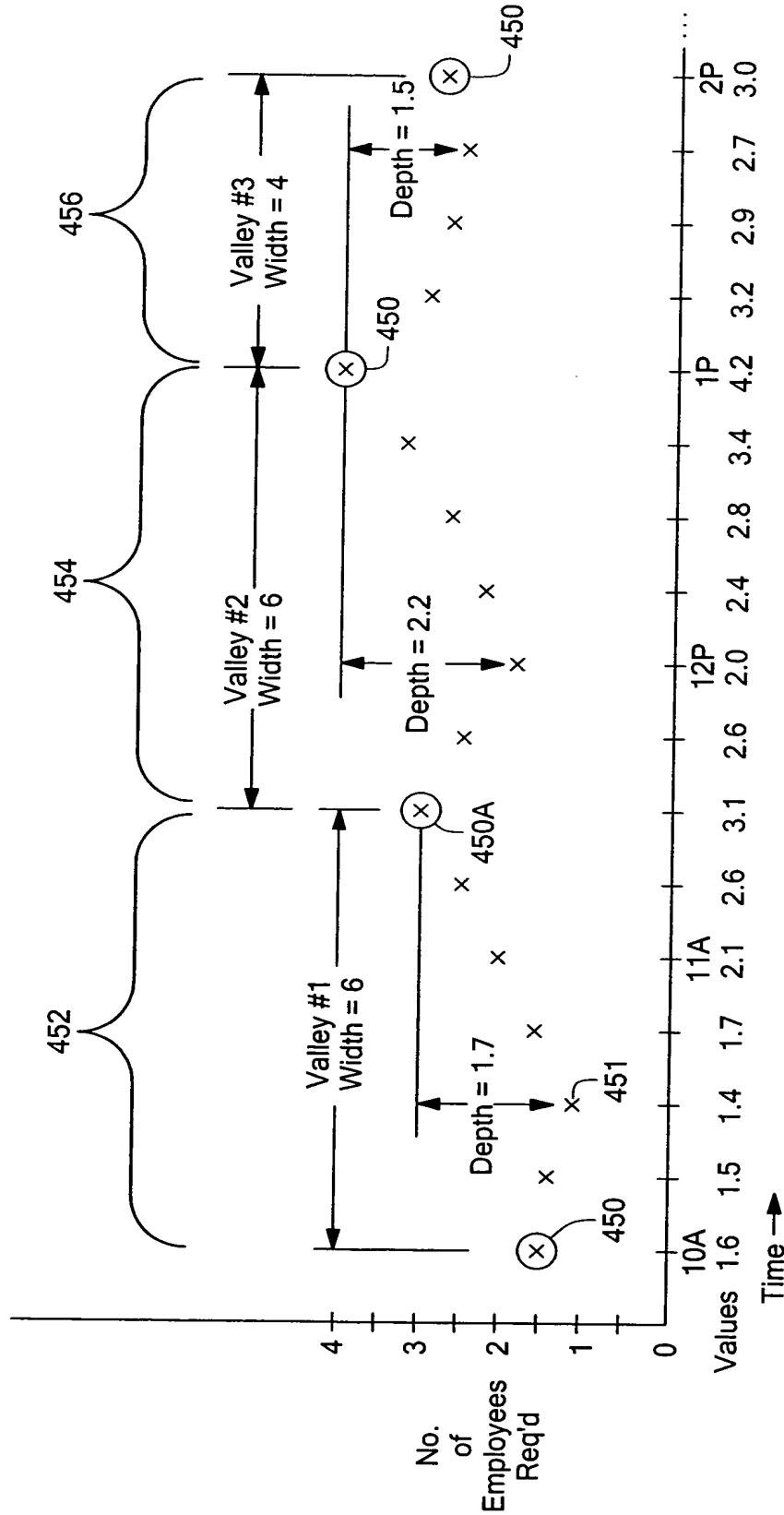


FIG. 25